

Message Text

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ACTION PM-05

INFO OCT-01 EUR-12 NEA-10 ISO-00 MCE-00 ACDA-12 SS-15

CIAE-00 DODE-00 INR-10 NSAE-00 PA-02 USIA-15

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FM AMCONSUL GENOA

TO SECSTATE WASHDC PRIORITY 2182

INFO AMEMBASSY CAIRO

AMEMBASSY TEL AVIV

AMEMBASSY ROME

USDAO ROME

UNCLAS GENOA 0147

E.O. 11652: N/A

TAGS: MASS, IT, EG

SUBJ: EGYPTIAN NAVY ORDERS TWO ITALIAN FRIGATES

1. A GENOA NEWSPAPER REPORTED ON MARCH 15 THAT THE EGYPTIAN NAVY HAS SIGNED A CONTRACT WITH ITALIAN SHIPBUILDING FIRM, CANTIERI NAVALI RIUNITI, TO PURCHASE TWO 2400 TON QUOTE LUPO UNQUOTE CLASS FRIGATES WITH A 1980-81 DELIVERY. ARTICLE ESTIMATES THAT VALUE OF CONTRACT TO BE IN THE DLR 200 MILLION RANGE. NO FURTHER DETAILS ARE AVAILABLE CONCERNING THE TERMS OF THE SALE.

2. THE EGYPTIAN ORDER IS CNR S SECOND SALE OF NEW CONSTRUCTION NAVAL VESSELS TO A MIDDLE EASTERN COUNTRY. THE FIRM IS CURRENTLY CONSTRUCTING FOUR 550 TON MISSILE-EQUIPPED CORVETTES FOR THE LIBYAN NAVY. THE LUPO CLASS FRIGATES, WHICH CARRY EITHER HELICOPTERS OR SURFACE TO SURFACE MISSILES HAVE PROVED TO BE CNR S BEST SELLERS IN THE EXPORT MARKET. CNR IS ALREADY CONSTRUCTING FOUR LUPO FRIGATES FOR THE PERUVIAN NAVY, SIX FOR THE VENEZUELAN NAVY, PLUS FOUR FOR THE ITALIAN NAVY. A COMPANY SPOKESMAN EXPRESSED HOPE THAT ANNOUNCEMENT OF THE EGYPTIAN ORDER WILL HELP CNR S CHANCES AGAINST THE DUTCH AND WEST GERMAN OFFERS
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IN THE COMPETITION TO BUILD EIGHT FRIGATES FOR IRAN.

3. COMMENT:

ITALY S AGGRESSIVE SALES CAMPAIGN TO WIN MILITARY CONTRACTS FOR ITS DORMANT SHIPBUILDING INDUSTRY HAS PAID DIVIDENDS. CNR S NAVAL SHIPYARD AT RIVA TRIGOSO NEAR GENOA IS GUARANTEED WORK THROUGH 1981 WHILE THE CIVILIAN SHIPYARDS IN GENOA AND ELSEWHERE

IN ITALY FACE BLEAK FUTURES. SEVERAL ADDITIONAL FOREIGN NAVIES
REPORTEDLY HAVE THE LUPO FRIGATE UNDER SERIOUS CONSIDERATION AND
THE ITALIANS ARE PLANNING TO USE THEIR SECOND NAVAL EXHIBITION
IN GENOA, MAY 8-14, TO DO SOME STRONG MISSIONARY WORK TO WIN
NEW ORDERS.DI SCIULLO

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